

Message Text

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PAGE 01 MANAMA 01014 031051Z
ACTION COME-00

INFO OCT-01 NEA-11 ISO-00 DOE-15 SOE-02 EB-08 OES-07
STR-07 /051 W

-----006435 031106Z /14

R 010940Z MAY 78
FM AMEMBASSY MANAMA
TO SECSTATE WASHDC 6119
INFO AMEMBASSY CAIRO
AMEMBASSY DOHA
AMEMBASSY KUWAIT

UNCLAS MANAMA 1014

E.O. 11652: N/A
TAGS: BEXP BA EG QA
SUBJECT: ELECTRICAL ENERGY SPECIALIZED TRADE MISSION

REF: STATE 51774

FOLLOWING IS EMBASSY'S RESPONSE KEYED TO PARAS IN REFTEL.
WE ARE POUCHING INFORMAL, OFFICE-SOURCE MARKET RESEARCH
DIRECTLY TO CAGNE/TENNEY.

1. A. MANAMA 2 WORKING DAYS
 - B. AS BAHRAIN HAS A SIGNIFICANT ELECTRICITY DEVELOPMENT
AND EXPANSION PROGRAM UNDERWAY FOR THE NEXT 4-5 YEARS,
ALL PRODUCTS FROM THE 300 MW TO 450 MW GAS TURBINE GENERATORS
THROUGH SUBSTATIONS, DISTRIBUTION EQUIPMENT TO THE DELIVERY
SYSTEMS IN HOMES AND OFFICES HAVE MARKET POTENTIAL.
BAHRAIN HOMES AND OFFICES CURRENTLY HAVE BARE CABLES AND
UTILITARIAN BUT UNSIGHTLY BOXES AND FIXTURES FIXED TO THE
INSIDE OF CEMENT WALLS, THERE IS ALSO AN EXCELLENT
MARKET FOR MORE PLEASING IN APPEARANCE DELIVERY SYSTEMS
WITHIN BUILDINGS. (SEE ADDITIONAL MATERIAL BEING POUCHED).
 - C. SEE MATERIAL BEING POUCHED.
 - D. 1. IMPORT DUTY: 10 PER CENT ON C.I.F. VALUE
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2. PRICING FACTORS: BY APPOINTING LOCAL AHUHTS AND
UORPJ5 , .I.F. OR RGGF VALUTHBFFOR MAJOR EQUIPMEMK#
&OVERNMENT SOMETIMES DEALS DIRECTLY WITH MANUFACTURERS/
SUPPLIERS IF THEY DO NOT HAVE AGENTS.
3. TRADE RESTRICTION: BOYCOTT OF SOUTH AFRICA AND
ISRAEL REGULATIONS.
4. CURRENCY RESTRICTIONS; NIL

E. UK, WEST GERMANY, ITALY, FRANCE, JAPAN

F. NIL

G. 350 MW GAS OR COMBINED GAS/STEAM POWER STATION AND CONTINUING EXPANSION AND DEVELOPMENT PROGRAM IN DISTRIBUTION AND TRANSMISSION.

H. SAUDI DEVELOPMENT FUND, KUWAIT FUND FOR ARAB ECONOMIC DEVELOPMENT (KFAED) AND ABU DHABI FUND FOR ARAB ECONOMIC DEVELOPMENT THROUGH SOFT LOANS.

I. GENERAL ELECTRIC (MIDDLE EAST ENGINEERING LTD.)

2. REF MANAMA 233, INVITATION TO COMPANIES TO REQUALIFY FOR

THE CONSTRUCTION OF 350 MW POWER STATION MAY TAKE PLACE NOV. 78.

3. A. VISA REQUIREMENTS: RECOMMEND VISAS FROM BAHRAIN EMBASSY IN WASHINGTON DC, BUT 72 HOUR TRANSIT VISA AVAILABLE AT BAHRAIN INTERNATIONAL AIRPORT FOR BD. 2 WHICH USUALLY CAN BE EXTENDED.

B. HOTEL RATES:

HILTON : SINGLE \$75, DOUBLE \$100, EXECUTIVE SUITE \$200

RAMADA: SINGLE \$70, DOUBLE \$95, EXECUTIVE SUITE \$225

(BOTH PLUS 15 PER CENT SERVICE CHARGE)

C. ENGLISH

D. NO NEED FOR TRANSLATORS-INTERPRETERS OR ARABIC VERSION OF BROCHURES, FLYERS AND INVITATIONS.

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E. AVAILABLE AT COST OF APPROXIMATELY \$65 PER SESSION OF 2-4 HOURS.

F. AMBASSADOR OR ECON/COMMERCIAL OFFICER WILL BE HAPPY TO HOST RECEPTION. COSTS FOR 50 PERSONS WOULD BE ABOUT \$400.

G. ESTIMATE OF COSTS FOR ADDITIONAL ESECRETARIAL ASSISTANCE, ADVERTIZING AND UNFORESEEN EXPENDITURES IS \$400.

POWERS

NOTE BY OC/T: TELEGRAM DELAYED IN TRANSMISSION.

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